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Reform Club  
(New York, N.Y.)

Brushes

New York City

1888

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# TARIFF REFORM.

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NEW YORK, NOVEMBER 1, 1888.

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## BRUSHES.

THE duty on bristles brought in \$174,000 last year. The Mills bill would put these on the free list. As manufacturers know, there is a certain quality of stiffness which makes Russia bristles superior to other kinds, and better than any that can be produced here. The labor cost of brooms and brushes is 23% of the finished article, with duty on bristles. The Mills bill would give 20% protection and give bristles free. Now, if what the manufacturer wants is a protection sufficient to cover difference of labor cost, he would have nearly 20% protection, on the supposition that labor cost nothing in Europe. Mr. M. C. Lefferts thinks this evens things up better than the present tariff, when the reduction of duty on the other articles entering into this business is considered.

## ANOTHER CLEVELAND RECRUIT.

Another American manufacturer, doing a business of nearly \$3,000,000 a year, has declared himself for Cleveland and Thurman and tariff reform, Mr. Marshall C. Lefferts, president of the Celluloid Brush Company, and a director in both the Celluloid Manufacturing Company and the Celluloid Novelty Company, yesterday gave his reasons for supporting the Democratic national ticket.

"First of all, I am but expressing my personal views in this matter. Other gentlemen who are associated with me in this business I know do not share my views of the matter, and I would not, therefore, assume to speak for the company. But I have given much thought and study to the situation, and I am convinced beyond doubt that the revision of the tariff proposed and embodied in the Mills bill would greatly extend the market for our goods in all parts of the world. We are the originators of the industry, and have established manufacturing establishments abroad in England and France and Germany. Even as the tariff is at present arranged the difference in the cost of celluloid between this country and France is only about 3 cents a pound in favor of the French. Consequently we have a small foreign trade even with that margin of cost against us. But many of the materials entering into the cost of our wares are made unnecessarily expensive by the high protective tariff upon them and by the internal revenue tax. Among these articles are camphor, acids, paper, colorings, bristles, leather, mirror plates, plush for cases, cutlery, alcohol, and coal. Of course the Mills bill does not propose to wipe out the tariff on any of these goods, nor even to reduce the tariff on some of them, where I think it would be advantageous, but the policy of the Democratic party is made evident by the bill in favor of the development of our manufactures by reducing the taxes on the raw materials necessary to the production of manufactured goods.

"Now, if the tariff is reduced on the articles I have enumerated, as contemplated by the Mills bill, we will be able to produce our goods much cheaper than they can be pro-

duced abroad under present conditions, and it would not be necessary to reduce the wages of any of our workmen. We employ in all our factories several hundreds of men and young women, and pay them from two to three times as much as the same class of operatives are paid in any foreign country. With cheaper cost of production through the reduction in the cost of raw materials, we would have the entire world for our market; our business would increase many fold; we would consume several times our present quantity of raw materials and give employment to thousands more of men and women, without any necessary decrease of their wages. Perhaps after a time the European manufacturers, through changed conditions of their tariffs, would again be enabled to compete with us in their home markets. But they would never, even under absolute free trade, be able to undersell us in the free markets of the world—in South America, Australia, Mexico, China, Japan, and many of the countries of Europe. At present the supremacy of England, Germany, and France in South American trade is due almost entirely to their established lines of transportation, banks and exchanges. If we were at present as well provided in this respect as the foreigners are we could build up a considerable trade with all those countries; even at present comparative prices. But our ports are practically closed by the tariff to the productions of those countries, and we cannot expect anything like reciprocity in trade with them while this condition of things exist. We are unable to sell them goods which would have to be shipped by way of England and paid for through English or other European banks.

"Some time ago I made an experimental shipment of plated goods to South America. The goods were sold at an apparent profit of 20 per cent, and were sent C. O. D. to a banking house. But there was no direct line of transportation to the place of destination from this country, nor any system of exchange. So I had to send the goods to Liverpool for shipment by a British line to South America. The goods arrived all right, but the purchaser paid by exchange on London, which was against us, and we got our pay by London bills on New York, which was also against us. This circuitous way of doing business was so expensive that when at last the transaction was settled our apparent profit of 20 per cent had entirely disappeared, and in its stead we suffered a loss of 10 per cent on the transaction.

"This is but an instance. Of course, you can see the foreign manufacturers and merchants enjoy a great advantage over us under the prevailing circumstances. But I hold that, with the duty on the raw materials produced in South America and useful in our manufactures done away with, our commerce with those countries would naturally increase, and the lines of direct ocean transportation, banks, and insurance companies would quickly follow, and we would come naturally into our own. It is because the policy of President Cleveland favors this manner of developing our manufactures and foreign trade, and thus would promote the general prosperity of the country, that I am for him."—*Times*, Aug. 22.

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TITLE**